Gathered in Assault.

SAVED BY THE MARINES

Killed but for the Promptness

of Legation Guard.

WASHINGTON, Jan. 24 .- The State De-

partment to-day received official informa-

tion of an attack to-day by a mob of native

Koreans on an electric car in Korea, the

line being owned by Americans, because of

the fact that it had killed a Korean. The

news came in the following cablegram re-

"This morning on the electric railway,

which is the property of American citizens,

a Korean was accidentally and unavoidably

killed. Thereupon a mob of natives at-

operators of the car would have been in-

Although there have been previous re-

first mob attack made thus far on property

The guard which made the rescue went

heart of Seoul, the Korean capital.

as a result of to-day's mob attack.

Firearms Not Used.

rine guard at the American legation, how-

partment of this action.

Allen, at Seoul:

riot would have occurred.'

ATTACK ON AMERICAN



THREE TO FOUR

is the age of the boy that we begin to clothe, and we suit him from that time Sallor Suits \$3.00 Norfolk Sults . . . \$4.00

> AT THE WHEN

Russian Suits . . . \$5.00

Overcoats \$3.50, \$4.00 and \$5.00

Vigo County, Indiana, 4%

Bridge Bonds

TAX EXEMPT E. M. CAMPBELL & CO. **INDIANAPOLIS**

TRUSSES,

Abdominal and Scrotal, Supporters, Wristlets, Shoulder Braces, Spinal Corsets, Instep Ele-vators, Ankle Braces and Elastic Hoslery MADE TO ORDER AND PROPER FIT GUARAN-

WM. H. ARMSTRONG & CO., 224 and 226 South Meridian St., Indianapolis, Ind.

MR. ZENOR SPEAKS OF THE GOOD ROADS BILL

He Figures Out a Large Saving for Farmers if the Measure Should Be Passed.

PRESENT AVERAGE COST

Special to the Indianapolis Journal.

WASHINGTON, Jan. 24.-One member of the House of Representatives who advocates federal aid in the betterment of public roads has made an attempt to point out in figures the benefits which would accrue to the farmers. Mr. Zenor, of Indiana, has made this attempt. He says: "Take a farmer who has a farm of, say, eighty acres, and that is about the average number of acres owned by the farmers throughout acres are worth, say, \$30 an acre; and if

\$800, his total investment is \$3,200. "Now, that farmer, according to the best estimates, will transport from his farm to pays on each ton per mile 26 cents. Twentytons would be \$7.50 a mile. The average distance he is obliged to travel in transporting these products to market is about eight miles, Eight times \$7.50 makes \$60. Thus there would be a clear saving to the farmer

the farmer has, in addition, farming im-

in this single item of \$30, when we take into consideration the reduction of cost by good roads of one-half. "How much would be the tax on the farmer for a macadamized road in his neighborhood under the policy proposed to be inaugurated by either of the bills now pending in this House? If that policy be inaugurated and those roads are built, the average tax, according to the best estimates, would be 5 mills on the dollar. "Five mills, continued for five years, with the aid of the federal government, is the expenditure proposed by the Department of Agriculture for putting all the roads of this country in very excellent condition. Five mills on the dollar, if paid by the farmer whose farm and farming implements, etc., amount to \$3,200, would be \$16. Therefore, to the farmer who pays \$16 there is a saving ds, a clear profit of over \$14

Perry Heath has been in the public eye in Washington for the past few weeks. He was subpoened here as a witness in the Machen trial, but he took advantage of the spare time on his hands to talk politics. Something of a sensation was created in Washington and New York by the declaration of Mr. Heath that several railroad presidents had conspired to defeat the nomination of President Roosevelt. It appears on inquiry that Mr. Heath did not go to the extreme represented in one of the big dailies of the East. He merely stated that certain interests in the United States, among them railroad representatives, were opposed to the President. Mr. Heath is one of the most enthusiastic anti-Roosevelt men in the United States. He was for Hanna long before his name was connected with the postal scandal. Mr. Heath made the prediction just before leaving Washington that Mr. Roosevelt would not be the nominee of the party.

The case of Ensign Stitt, of Wabash, who resigned his commission in the navy. the Annapolis Naval Academy. He quit the service soon after graduation to take up the practice of law in Indiana. When the Spanish war broke out he came East. and met several of his old associates in New York. He caught the war fever, enlisted, and was appointed to the rank of ensign. If Stitt had remained in the navy in the ordinary course of events he would have reached the grade of lieutenant by this time. Recently he communicated with Senator Beveridge with a view to securing a promotion to a Heutenancy by the passage of a bill. Secretary Moody commended Stitt as an excellent officer and a young man of promise, but refused to approve the bill on the ground that it would be prejudicial to discipline. Accordingly Stitt resigned, and it is understood he will resume the practice of law in Indiana.

An amendment will be incorported in one of the appropriation bills increasing the retary of the interior (of Lafayette), from \$4,000 to \$5,000 a year. Secretary Miller is one of the officials that enjoys few or no perquisities. He has never had a carriage placed at his disposal and his salary at present is \$2,500 less than that paid the first assistant secretary of the interior. Senator Fairbanks and Representative Hemenway got their heads together one day last week and agreed that Mr. Miller should receive at least \$5,000 a year, and an amendment providing for the increase will be for the purpose of settling on a tract of placed in one of the supply bills. The in- 50,000 acres of land. The party was headed crease probably will be granted. J. E. M.

Will Sall This Morning.

LAS PALMAS, Canary Islands, Jan. 24 .-Gibraltar Monday morning.

CONGRESS TO CONCERN ITSELF WITH MATTERS THAT ARE NOW IN HAND

The Senate Has No Programme Except Consideration of the Panama Resolutions.

SUPPLY BILLS IN HOUSE

Army and Urgent Deficiency Appropriations Hold the Right of Way This Week.

WASHINGTON, Jan. 24.-The Senate has no programme for the present week, beyond a continuation of the debate on the Panama question. The fact that the Gorman resolution of inquiry was disposed of last week does not change the situation except that it makes necessary a new basis for speeches. This will be supplied in the resolution of inquiry to be introduced to-morrow, as the result of yesterday's conference of Democratic senators. A number of addresses are still to be made on both sides of the chamber that resolution is being discussed, the reason being that the treaty itself could not be discussed in open Senate, whereas crats prefer an open discussion the question and the Republicans, as a the expedition of the vote on the treaty, have not objected. Later, executive sessions will be ordered and the debate will proceed behind closed doors. It is quite well understood that the

committee on foreign relations will be withdrawn before final action is taken. The House will devote practically the entire week to consideration of the army and urgent deficiency appropriation bills. The former is now before the House, and Chairman Hemenway, of the committee on appropriations, has given notice that the latter measure will be called immediately on the disposition of the former. Friday will be private calendar day. Opportunity will be given each day immediately on convening or just before adjournment to secure action on minor measures. but any bill which is likely to precipitate debate will not be permitted to come before he House during the pendency of the two

appropriation bills mentioned. The army bill is being read under the five-minute rule in committee of the whole, or purposes of amendment, and thus far, less than one-third of its provisions have been considered. Unless some of the paragraphs become the subjects of extended discussion final action can be had on the bill in one more day.

EXTREMELY COLD ALL OVER THE NORTHWEST

Forty-Seven Below Zero in the An Increase of Six Million Dollars Vermillion Range-Much Suffering at Chicago.

my section of the country. Those eighty DULUTH'S LOW RECORD HEMP

CHICAGO, Jan. 24.-Extreme cold weathplements and animals with which to carry on his operations, amounting in value to North and West to-day. The cold wave extends over a wide area, embracing the upper Mississippi and Missouri valleys and

The thermometer to-day in this city registered II degrees below zero. There is suffering among the poor people, and many of the homeless applied at the police station for shelter. Only one death, that of a fisherman, has so far been reported. The weather bureau observer says that it is possible that the mercury may go to 20 beow to-morrow, and that the cold wave will last several days yet.

At St. Paul to-day the minimum on the zero; the maximum was -22, with an average of -27. Other thermometers registered a number of places in the Northwest it was the coldest weather of the year. A severe blizzard raged at Houghton, Mich., trains being late and traffic badly impeded. At St. Paul a high wind prevailed, intensifying trade in manufactured articles, has been

of the winter, with 16 below at Milwaukee, -an actual saving in the transportation of | 26 at La Crosse and 36 at Superior. Many his products to the railroads and the cattle have been frozen to death. Burlington, Ia., reports 8 below and still falling, and at Sloux City it has ranged between 8 and 21 below. Twelve below zero last year, in eight months of 1903 reachwas the lowest at Omaha. Kansas City reported the coldest of the winter, at 8 above | the product being shipped to the United zero, but falling rapidly. In Kansas there States.

With one exception it was the coldest day since 1864 at Duluth, at -37. On the Vermillion and Mesaba ranges the extremes | rency is put into general use. Including declined to -47 at Ely. Detroit expects 10 below by morning, and registered -6 at 9

NEGRO CAUGHT IN ACT.

Was Trying to Blow the Safe of the L. & N. Ry. Co.

LEXINGTON, Ky., Jan. 24.-Sam Baughman, colored, was detected in blowing the safe in the ticket office of the Louisville & Nashville Railway to-day. He had demolished desks and scattered tickets and paover the floor, and was placing blastowder in the safe when detected by jumped through a window. West firing at The police caught Baughman. The machinist who opened the safe said the entire building and other buildings would have been demolished had the fuse

CHEAP MUSHROOMS.

Missouri Horticultural Official Finds a Way to Produce Them. COLUMBIA, Mo., Jan. 24.-Announcedepartment of horticulture, Missouri Unimethod of growing mushrooms that will make them as cheap as potatoes. After several years of experimenting Dr. Dugger says he has discovered that new crops can he grown from the tissue of mushroom It is believed by the state horticultural

be greatly curtailed and finally stopped. American Colony in Mexico.

officials here that mushrooms can be cul-

tivated so cheaply from this new process

that importation of foreign product will

MONTEREY, Mexico, Jan. 24.-A party of Indian Territory colonists reached here to-day and will proceed to Las Palmas, on the line of the Mexican Central Railroad, by C. D. Gulley, of Norman, I. T.

Trainer Crushed to Death

LONDON, Jan. 24 .- George Lockhart, the The United States cruiser Buffalo and the well-known elephant trainer and circus protorpedo boat destroyers Decatur, Bain- prietor, was accidentally crushed to death bridge, Barry, Chauncey and Dale, under to-day by an elephant while he was atcommand of Lieut, Lloyd H. Chandler, tending to the unloading of circus animals which arrived here Jan. 6, will said for at the Hoe-street railroad station at Wal-

WORLD'S FAIR EXHIBITS SHOULD BE SHIPPED SOON

Everything Is Prepared, and the Sooner They Show Up the Better Positions Will Be.

READY FOR EXHIBITORS

ST. LOUIS, Jan. 24.-The Louisiana Purchase Exposition now stands ready and waiting for the full and general installation of exhibits. The point has been reached | Car Crew Would Have Been where the management of the exposition is no longer occupied with the rapid advancement toward completion of the buildings, but, instead, it now lays particular stress upon the importance of the speedy shipment of exhibits, especially those as sembled by domestic exhibitors.

Officials of the exposition make the statement to the Associated Press that the one thing of paramount importance to insure the anticipated successful and auspicious opening of the world's fair is the immediate commencement by domestic exhibitors to ship their cars forward just as rapidly as can be done. Owing to the unprecedented participation by both foreign and domestic exhibitors, vast amounts of exhibits have been and now are in the course of arrangement and collection. The time for the opening of the exposition is rapidly approaching, but apparently the knowledge of the fact is not causing the shipment of exhibits to be rushed forward with the promptness and dispatch that is absolutely essential to insure rapid delivery of the cars to the world's fair site, and to avoid possible congestion in the handling of the cars after they have reached St. Louis. The world's fair management has devoted more than ordinary attention to preparation for the handling of cars, and the arrangements are now completed. Adequate railroad facilities are ready, the warehouses have all been erected, and all the buildings are in such a state of completion that installation of exhibits can be commenced immediately. What the management now most ardently desires is the prompt shipment of exhibits from the dif- of Americans and their property. Reinferent parts of the country to begin immediately. Otherwise, if there be dela Louis is reached is almost an assured con-It is estimated that from 25,000 to 30,000 cars of domestic exhibits alone will reach St. Louis during the last of March and the forepart of April. As the world's fair will open on April 30 it is said it will be difficult to handle this enormous influx creight traffic at the last moment. Early shipments, therefore, are requested.

Indiana's Literary Exhibit.

Special to the Indianapolis Journal. ST. LOUIS, Jan. 24.—Indiana's claims being the literary center of the United States will be pushed at the world's fair. The state commission has arranged to obtain the original manuscripts of many of Whitcomb Riley, including those that brought him fame. There will also be the original pages written by General Lew Maurice Thompson, Charles ever, without recourse to firearms, suc-Major, Booth Tarkington and other literary | ceeded in preventing the trouble assuming

PHILIPPINES SHOW AN ENCOURAGING GROWTH

Shown in Its General Trade During 1903.

EXPORTS

Special to the Indianapolis Journal WASHINGTON, Jan. 25.-The import responding period of 1902 showing but \$37,year of nearly \$6,000,000, over four-fifths of which may be credited to shipments from the archipelago, the hemp and copra output being especially large. These figures are exclusive of coin and government supplies, and in eight months of 1903 show imports of \$22,266,581 and exports valued

The purchase of rice in large quantities August being greater than the value entered under all other classes of supplies French East Indies, which furnishes the slands with nearly all of the foreign prodamong the principal importing countries, as compared with the record for the previous By the increase of approximately \$3,000,000 over the value of rice receipts during eight months of 1902, the purchase of meat and meat products, fish, vegetables and other foodstuffs, as well as the import materially reduced. At the same time no-Wisconsin reports the coldest weather ticeable increase is shown in the importaon of cattle, many of which are needed throughout the archipelago for farming

Exports of hemp show an advance of approximately \$3,000,000 over the figures of ing a value of \$13,564,558, more than half of

The value of silver coin, for the most part Mexican dollars, leaving the islands becomes unusually large as the new curthe month of August, it amounted to nearly \$6,000,000, against less than \$2,000,000 in 1902 and \$5,000 in 1901.

WHY PRINCE DAVID SAVED BRYAN'S "DIVINE RATIO"

His Vote at the Kansas City Convention Was Due to a Sense of Gratitude Only.

West, ticket agent. Baughman CARED NOTHING FOR IT THREE CARDINAL POINTS

Special to the Indianapolis Journal. WASHINGTON, Jan. 24.-In view of the announcement made by Mr. Bryan that he will insist that the Democratic national committee shall stand by and reiterate the Kansas City platform, free silver at the "divine ratio" included, one of the leading Western Democrats brings out the facts regarding the action of the committee on

resolutions at the Kansas City convention.

"A good many people will recall the fact that Colonel Bryan got at Kansas City reaffirmation of the platform of 1896 by the slender majority of one vote. Prince David, the delegate from Hawaii, cast the vote that saved the old platform with its declaration in favor of the 16-to-1 theory. The inside of this affair is interesting, and up to this time has never been in print. This Prince David, an amiable and fairly intelligent young Kanaka, was a delegate to the convention. He knew but little as to the merits of the free silver cause, and in reality cared less. His adhesion to the Bryan wing was, as he told me, based on a throne Colonel Bryan had taken her side, and expressed the opinion that a great act of injustice had been perpetrated. The prince had at last got to a place where he could return a kindness, and he threw his vote in favor of again affirming Demo-

cratic allegiance to free silver. Mrs. Winslow's Soothing Syrup mothers for their children while teething with perfect success. It soothes the child, softens the gums, allays pain, cures wind colic, regulates the bowels, and is the best remedy for diarrhoes,

whether arising from teething or other causes. For sale by druggists in every part of the world. Be sure and ask for Mrs. Winslow's Soothing Syrup. 25 cents a bottle.

INCOMPETENT SAILORS STREET CAR LINE AT

Native Had Been Killed by an Electric Car, and Mob Quickly

Special to the Indianapolis Journal,

WASHINGTON, Jan. 24 .- One of the worst time shipowners find great difficulty in obthough many are found in possession ceived under to-day's date from Minister tacked and partially destroyed the car. The lence is of the most limited description. jured had it not been for the presence of mind and action of our guard, and serious perform his work. But in those days mo ports of disturbances in Korea, this is the of Americans. The railroad is owned and operated by Americans, H. R. Bostwick, of port. He is either discharged or deserts, San Francisco, and H. C. Colbran, being its principal owners. It runs through the from the American legation. It consists of 100 marines, who were sent there some

forcement of this guard has been urged and could be made in a week's time by de-Conditions in Korea are recognized to be ing in close touch with the situation. No fresh instructions have been sent as yet The Korean legation has received no advices concerning the matter. The Korean government has notified its legation here that it has issued a formal declaration of this condition of affairs disaster, loss neutrality as between Russia and Japan in the event of war, and Minister Min Hui Cho has formally advised the State Dethere are times when an incompetent crew SEOUL, Korea, Jan. 24.-An accident on the electric street car, to-day, which reto handle cargo and drive sailors. riot on the part of the populace. The ma

times to get rid of them. serious proportions. HOSPITAL ALONE SAVED; DESTRUCTION OF TOWN

People Camped in the Open, While Republican Leaders Decide on Children Are Sheltered from the Cold in a Church.

AALESUND, Norway, Jan. 24 .- The fire | Special to the Indianapolis Journal.

in two hours from the time the fire started. | mittee last winter. uct used, a general falling off is noted Over twenty steam fishing boats and many

> from Monde, Bergen and other places, and committees have been formed and have invited public subscriptions. The King and Queen of Sweden and Norway have contributed \$1,500 to the relief fund, and other members of the royal family have subscribed. A majority of the inhabitants of town lost everything they possessed. and only in a very few cases were the damages covered by insurance. Thousands of persons had to spend twenty-four hours in the open fields, where they were without food and exposed to a bitterly cold wind and a driving rainstorm.

TERMS TO WHICH MR. SCHWAB MUST ACCEDE

Statement Made by a Bondholder in the Shipbuilding Trust Regarding a Settlement.

NEW YORK, Jan. 24.-Samuel Untermeier declined to-day to make public any reply on ley, attorney general of the Philippines, has hehalf of the bondholders' protective com- arrived here, en route to Washington to mittee of the United States Shipbuilding argue several cases before the Supreme Company to the plans of compromise pro- Court involving constitutional questions posed by Mr. Schwab and his associates. been prominently associated with the opposition to the Schwab interests, said no proposal offered by Mr. Schwab or the Schwab interests can be listened to or considered unless he agrees to these three things;

"Second-The election of a new board of directors, of which Mr. Schwab is not to have control for three years. "Third-Placing the trust on its feet by

the issuance of \$3,000,000 bonds for ready

money which would be needed, which Mr.

Schwab wants to take at a 20 per cent. dissentiment of gratitude. He said that when count, or at 80, but which he must take former Queen Lil had been despoiled of her at par. "if Mr. Schwab cannot take up these law. three proposals no compromise is possible. Mr. Schwab has had this offer under consideration, or at least he has heard of it, but he has made no answer to it

Theater Panic Barely Averted.

BERLIN, Jan. 24 .- During the performance to-night at the Deutsches Theater, the fall of a portion of the ceiling of the corridor caused great excitement. With the exception of an usher, who was slightly hurt, no one was injured. The falling celling made a great crash, and the audience rose to its feet in panic. From the stage | hitherto has filled the position of minister an actor assured the people there was no of the interior, has been appointed grand danger and quiet was restored. danger and quiet was restored.

A CURSE TO SHIPPING

THE KOREAN CAPITAL Chief Drawback to the Merchant Marine Is the Lack of Capable and Experienced Seamen.

CAUSE OF THE TROUBLE

curses of the present merchant marine is the incompetency of the seamen, and one of the most important factors in the successful management of ships at sea is a crew of competent men. If the master is a reasonable man, supported by well-drilled and competent officers together with a crew of well-trained seamen, a good vessel can weather almost any storm. At the present taining the services of each, and all of these men who are qualified for their duties, algood discharges. This is due in a great degree to shipmasters, who frequently give able seamen's discharges to men who have spent but a brief period at sea. United States Consul Goding, writing from Newcastle, New South Wales, says that ships frequently reach that port the entire crews of which have never before seen salt water. They include laborers, doctors, lawyers, parsons, clerks, farmers and coal miners. It is a fact that men are shipped in foreigngoing sailing vessels whose sea-going exper-Formerly a long period of service was necessary before an able seaman's discharge was given, and such a document was a guaranty that the possessor knew and could made long voyages and were paid off in the home port after completing two or three years' service. In the majority of cases today the sailor makes voyages from port to becomes stranded in some seaport, and is at the mercy of the crimp and the boarding house keeper. Consequently under these conditions there is a continual interchange of discharges. The seaman who has been disfor incompetency or has deserted and has been ashore for some time, becomes a drug on some boarding house master's hands. To secure him a vessel, a discharge is secured from a seaman with good credentials, recently paid off, and the incom-

When seamen are in demand there is nothing to prevent a shore man from being submen are frequently put on board at the moability until it is too late to make an exhas found himself with a crew from which he cannot select three men who might be property, and sometimes loss of life, can be traced. It matters not how stanch a vessel may be, or how well ordered and officered; may bring about her destruction. By long experience it has been found wise to employ competent sailors as petty officers, but too often preference is shown for a class of men whose chief qualification is a capacity The prime cause of this condition of affairs is partly due to unprincipled boarding house masters, who supply crews to vessels. and partly to masters who give an able seaman's discharge to incompetent men-many

SENATOR BEVERIDGE'S BILL TO BE REPORTED

Their Course of Action in the Matter of Statehood.

LARGE SUFFERING AT AALESUND MINORITY AT POLITICS

which swept over this town yesterday | WASHINGTON, Jan. 24 .- The Repuband export trade of the Philippine islands | morning destroyed every building in it. | lican programme relative to statehood has with the exception of the hospital. The been tentatively decided upon. If the Dem-11,000 inhabitants of Aalesund were com- ocrats and other statehood boomers will pelled to camp in the open, as only a few agree to the plan, it is understood, two damaged and uninhabitable houses were new stars will be added to the flag at this left standing. The children of the town | session of Congress. The Republican leadhad to be housed temporarily in the church ers have decided to unite on the bill that at Borgund. The panic among the people | was reported from the committee on terriwas so great after the outbreak of the tories by Senator Beveridge at the last flames that all attempts at leadership or session of Congress. This measure prodiscipline became out of the question, but | vides that Indian Territory and Oklahoma shall be merged into one State, and Ari-The people endeavored to save some of zona and New Mexico into another. The their property, but they soon found they had outcome is a great personal victory for quite enough to do to save their lives. The | Senator Beveridge, who was the author destruction of the town was complete with- of the bill reported by the Senate com-

Union that the Democratic strength in It is believed now that only three persons | the Senate would be augmented. It has been demonstrated by prominent Republican leaders that three, if not four, of the Territories are strongly Democratic, and provisions are being distributed. Relief that senators of that faith would be sent to the upper house immediately upon their

There is a possibility yet that another House or the Senate. Senator Beveridge was conspicuous in the contest of the last year, and if the Democrats oppose the Rethe junior senator, as chairman of the Senate committee on territories, will again lead the forces in the upper house. It is stated by Republican leaders that the Democrats must either accept two States or that action on the subject will again be de-

RIGHT OF TRIAL BY JURY IN PHILIPPINE ISLANDS

Attorney General Wilsley to Argue that and Other Questions Before Supreme Court.

SAN FRANCISCO, Jan. 24.-L. R. Wilsnow pending on appeal from the Supreme One of the bondholders, however, who has Court of the Philippine Islands. The right of trial by jury in the islands will be demanded by one of them. The act of Congress giving civil government to the Philippines does not contain the clause of the Constitution which guarantees the right of "First-The invalidation of certain bonds | trial by jury. The position of the govern-Mr. Schwab now holds, amounting to about | ment of the Philippines is that the jury system can only be extended to the archipelago by an act of Congress. Another case involves the Philippine government act, providing that no person shall be twice placed in jeopardy of punishment for the same offense; the Spanish law, which was in existence at the time

> Steady Reverses for Jiminez. SAN JUAN, P. R., Jan. 24.-News received from a good authority in Santo Domingo says the entire force under General

that this ast was passed, gives the gov-

ernment the right of appeal from judg-

ments of acquittal in criminal cases. The

Supreme Court of the Philippines has held.

by unanimous decision, that the act of

Congress does not repeal the old Spanish

toward the Haitan border. New Persian Grand Vizier. TEHERAN, Persia, Jan. 24.—Prince Aid Ed Daouleh, son-in-law of the Shah, who

liminez, the revolutionary leader, is being

steadily driven from Dominician territory

PLETHORA OF YANKEE GOODS IN SEAPORTS: FEW IN THE INTERIOR

Agencies in the Inland Cities Necessary if Business Is to Be Properly Developed.

BRITISH TRADE OUTLOOK

Pessimism Overtaxed by Merchants and Factors-Europe Seeks a New Cotton Supply.

Special to the Indianapolts Journal. WASHINGTON, Jan. 24 .- Foreign seaports are well stocked, if not overstocked, with American goods; but the inland cities on the European continent are strangers to American products. Many efforts have been made to reach the country people of France Germany, Austria, etc., through correspondents, the placing of circulars, the securing visitations of agents or exposition of scattered samples, but results are not satisfactory. People will look with semi-curiosity to things by constant association, they fall into the habit of needing them. An American store in an inland French or German city, well stocked with goods from the United States, the inventions and commodities that make life in this country more comfortable than anywhere else on the face | the project in charge. of the globe, would surely meet with suc-Yet there are few merchants or business enterprises that care to take the scheme or department store, supported by ing manufactures from the United States in

up from the trades people of England, it would seem that they are in dire need of Mr. Chamberlain's protection. Yet, except in so far as facts and statistics may be relied upon, it is not easy to correctly estimate actual conditions. Newspapers, trade journals and managers of manufacturing plants cannot be too implicitly believed. Without any intention of making misleading statements, they are all addicted to the habit of "making a good story" out of the situation. Furthermore the English press and industrial leaders of to-day have contracted the mental habit of measuring conditions in this century by those of the old days, when British manufactures had little opposition and profits were enormous. As a result they take a pessimistic view of the trade conditions of the present. The monopoly they long to enjoy at home and in many outside markets having come to an end, the requirement of vaster production at much lower prices to make industries pay renders vivid the memory of the easy-going times of prosperity and gives a distorted view of the existing situation. In fact, the chief apparent danger to British manufacturers in important branches lies in their reluctance to turn away from the past and forget all about it and to face the present and future-face the necessity for bringing their equipment up to date. They have lost ground and probably will continue to lose ground, for their rivals in the industrial field are formidable; but if they adopt advanced scientific methods in all departments they should be able to hold their own. None will admit this more frankly than the

American captains of industry, At least one English town has been too hard at work to have time to join in the general carping against British "hard times." A noticeable accession of industry has come to the people of Bristol within the last few years. It is the optimistic and go-ahead communities with which it pays best to establish commercial relations. American exporters of manufactured goods vantages of Bristol or, in endeavoring to couragement. Conditions in Bristol and its vicinity are steadily improving, and, while it has some disadvantages as compared with London and Liverpool as headquarters and principal storage places, it undoubtedly has many good points which would make it a fair distributing center for American manufactured goods

In Bristol, as elsewhere in foreign countries, the only satisfactory method of introducing a new article is through the special representative or by giving an exclusive agency to some large English firm. As the former method is too expensive for the small manufacturer, the latter is more generally adopted. There has been a curjous lack of the middleman, or general There is not, at the jobber, in Bristol. present moment in Bristol, any considerable number of firms of capital and standing who are prepared to take up and handle a new commodity.

The great advantage which Bristol possesses as a center from which to develop a national inland trade is that of economy. statehood fight may be made in either the | The rents of business premises and warehouses are considerably less than in London or Liverpool, and taxes, salarles and publican plan as to the statehood measure expenses generally are very much lighter. It is expected that within a short time the new docks, now in process of consruction. will be completed, which will enable the largest vessels to come direct to port, and will doubtless have a stimulating effect on Bristol's local trade.

The only practicable way of doing business with the English middleman, or jobber, is by offering him exclusive territory for a definite length of time. In no other way can he be induced to push a product with energy and discretion. He does not wish to run the risk of expending time and money in introducing something new. and finding when the ground has been broken and his hardest work done, that smoeone else steps in and reaps the re-ward. On the other hand, the American manufacturer has a natural disinclination to tie himself up for any considerable time. He fears to find that he has bound himself to someone who is spoiling territory, preventing or delaying them in establishing a demand in the English markets. The only means of avoiding such a denoue-ment is to search carefully, in fact, do the best possible in securing the agent. Too frequently letters drumming for export trade are scattered about in a hap-

General Debility

weakness that makes a burden of itself. Food does not strengthen. Sleep does not refresh.

It is hard to do, hard to bear, what should be easy, -- vitality is on the ebb, and the whole system suffers. For this condition take

Hood's Sarsaparilla

It vitalizes the blood, gives vigor and tone to all the organs and functions, and is positively unequalled for all run-down or debilitated conditions.

Hoop's Pills cure constipation. 25 cents.

hazard fashion by American tradesmen Sometimes a manufacturer has an overstock, and thinks to experiment with it on English markets. English merchants have become expert in recognizing these "tryon" letters, as they are called. The "tryon" inevitably drops into the waste paper basket. On the other hand, the letter which suggests an opening for permanent trade is quickly acknowledged, and becomes the basis for an exhaustive study of the possibilities of establishing a connection.

The past year has been a most significant advance in the development of cotton culture in the colonies of England and Germany. This movement of the introducof merchants' names, even the occasional tion of cotton growing into the expansive tropical colonies of the world, should it continue, and there is no reason to believe that it will not-is destined to exerat an American washtub and clothes wringer | cise a profound effect upon the cotton and proceed to hammer their clothes at the growing industry of the United States. water basin in the same old way. A hint | Colonial cotton culture is at present being may be taken from the American dentists promoted by all European countries with who have established themselves in Eu- such activity, and on the basis of such ropean cities, and built up splendid prac- thorough and scientific methods that much tices by daily demonstrations of the value | may be expected therefrom. In England of their work. If people become accustomed | the central moving power in this direction is the British Cotton Growing Association; in Germany activity centers mainly about the Kolonial Wirtschaftliche Comite of Berlin; and in France the lately organized Colonial Cotton Association has taken

The aim in this movement is to secure the independence of Europe from the American cotton speculators. The European risk of such an experiment. A co-operative cotton spinning and weaving industries have been repeatedly more or less injured through their absolute dependence on a moderately economical plan for introduc- American cotton. For this reason sentiment is strongly in favor of an independent which it is accomplished, if ever it can be accomplished, will undoubtedly be hatled From the lamentations constantly going | pretty much as a liberation from bondage. The recent history of cotton prices well demonstrates the instability of quotations, the extreme sensibility of the market, and the disastrous fluctuations from week to week, at times, even from day to day, wild zigzag figures represent the movements of market. Just as the discharge of a toy pistol ate a panic and a mob, accidental occurrences ton market will send prices jumping up and down. Rumor may have it that New York is approaching financial difficulties, and straightway cotton goes down. Some one may circulate a "suspicion" that the estimated supply at Galveston may upon revision prove 40,000 or 60,000 bales short and straightway the market strengthens. The rise and fall of the Mississippi makes the European cotton market a victim of the caprice of nature and a plaything of the waves. From England, Germany, everywhere, come reports of wild, vexatious jumpings of cotton prices. That such sensitiveness and uncontrollable turbulence is fraught with disastrous results for the

European cotton manufacturer requires no demonstration. Moreover certain forces have been operating during the course of recent years to increase the dependenc of Europe on the cotton crop of this country. This has more strongly than ever impressed on the transoceanic cotton manufacturer the value and necessity of an independent cotton supply which to-day is finding its expression in a general and concerted move in favor of the development of colonial cotton culture. The cotton supply of Europe has been decreasing. The United States and India have been consuming increasing quantities of their own crops, while the discovery of the process of mercerization has taxed the supply of Egyptian cotton for this industry and has withdrawn it to this extent from the ordinary cotton manufacturing industry. The gap had to be filled as far as possible from the United States; and it would appear that unless Europe can open a new source of supply she must become even more dependent upon the American cotton crop.

Five-sixths of the china manufactured in Limoges, France, last year was sent to this country. There is hardly another city in Europe where American capital is invested to such an extent as in Limoges. All shapes, designs and decorations are got up for the market of the United States; every fluctuation or change in this country is carefully noted and felt in that city. There is a gradual change taking place in the styles of decorations. Decalcomania, which superseded hand painting as a cheap methed of decorating some years ago, is yield ing by degrees to higher and more artistic styles; soft underglaze colors are so applied as to produce fine effects, and it is probable that very soon the leading styles of the best class of goods will be decorated in this manner. The demand in the United States for hard china, free from lead glazes, is ever increasing. Careful hygienic examinations by experts are made every year on the factory conditions, employes, methods, etc. Every year shows that Lamoges is more and more dependent on American trade, and if American porcelain factories were able to supply the home consumption it is certain that the kilns of Limoges would soon go unfired

On Nov. 28, 1903, the Austrian Parliament passed a ship subvention law, granting annual bountles and tonnage and distance premiums for each voyage made to all steamers and sailing vessels engaged in the deep-sea or long-coasting trade, provided Austrian subjects owned at least a two-thirds interest in the same, that vessels are not over fifteen years old and that they are registered under Class Al and A2 by the "Austro-Hungarian Veritas," or a simllar insurance association.

Store and Postomoe Robbed.

DUBOIS, Pa., Jan. M.—The large store of R. B. Dick at Welston, a mining town about ten miles south of here, and the Delancy postoffice, in the same building, were robbed to-day of goods and stamps to the amount of \$1,500. The burglars dynamited the postoffice safe, secured \$500 worth of stamps, and carried away from the store jewelry and merchandise valued at \$1,000.

American Tourists Safe.

sea, but all the passengers are well.

KINGSTON, Jan. 24.-The Hamburg American steamer Prinzessin Luise, Captain Ruser, which sailed from New York in January with 150 American tourists aboard, arrived here this morning from Curacoa. The steamer experienced severe weather while crossing the Caribbean

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